

Who We Are:

- The Export Finance Assistance Center of Washington (EFACW) was created by the Washington State Legislature in 1983 to provide Washington State companies with objective advice on export finance and payment risk protection.
- EFACW is funded by the Washington State Department of Community, Trade and Economic Development (www.cted.wa.gov); no fees are charged for our services.
- EFACW is the City/State Partner of the U.S. Export-Import Bank (www.exim.gov) and a local partner of the Overseas Private Investment Corporation (www.opic.gov).
- EFACW is co-located with federal export promotion agencies in the U.S. Export Assistance Center (www.buyusa.gov/seattle).

Warren Gross, President

Tel: (206) 441-2280

Fax: (206) 441-2279

E-mail: warren.gross@mail.doc.gov

Nancy Carlson, Vice President

Tel: (206) 441-2281

E-mail: nancy.carlson@mail.doc.gov

Fourth & Vine Building
2601 Fourth Avenue, Suite 320
Seattle, WA 98121



Export Finance Assistance Center
Of Washington



Export Finance Assistance Center
Of Washington

*Your guide in the world of
international finance*



Teaching the Process

Coaching the Transaction

Export Finance Assistance Center ♦ Fourth & Vine Building
2601 Fourth Avenue, Suite 320 ♦ Seattle, WA 98121



U.S. Export-Import Bank Programs for Small Businesses

EFACW can explain and help apply for the following programs of the U.S. Export-Import Bank (Ex-Im Bank):

- **Working Capital Guarantee**
Guarantees lending institutions making working capital loans to exporters (supports export-related inventory, accounts receivable, and issuance of advance payment standby L/C's)
- **Export Credit Insurance**
Protects U.S. exporters against loss should a foreign buyer default on a payment obligation for political or commercial reasons (short and medium-term coverage is available)
- **Medium-Term Loan Guarantee**
Guarantees lending institutions making loans to foreign buyers of U.S. goods (1-7 year terms)

Teaching The Process

We can explain:

- The basics of selling overseas and getting paid
- Due diligence (or, how to determine whether your foreign prospect can pay)
- How to choose the appropriate international sales terms (when to use Cash in Advance, L/C's, Documentary Collections, Open Account, Credit Insurance or provide extended terms)
- When other financial resources can be brought in to get a deal done

Coaching the Transaction

Some international sales transactions may contain risks you or your bank are unwilling to accept. These are the deals we would like to take a look at.

It may be possible to restructure the deal, bringing in a third party, such as the U.S. Export-Import Bank, to take the risk and secure financing.

EFACW staff have extensive international banking and credit experience and have access to over 60 financing and risk mitigation resources. Our goal is to help Washington state companies increase international sales and reduce risks of non-payment.